

Message Text

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PAGE 01 FRANKF 05237 151545Z

51

ACTION EUR-06

INFO OCT-01 ISO-00 EB-05 RSC-01 DRC-01 /014 W

----- 080869

R 151536Z AUG 74

FM AMCONSUL FRANKFURT

TO SECSTATE WASHDC 7860

USDOC

INFO AMEMBASSY BONN

UNCLAS FRANKFURT 5237

E.O. 11652: N/A

TAGS: BEXP, GW

SUBJECT: PRIVATE TRADE OPPORTUNITY

1. 428/05P0010

2. 081574

3. PITTS

4. 428 GERMANY

5. IAD

6A --

6B MR HARALD STAUB

FOREIGN SALES MANAGER

6C BBO GESAMTVERBAND BUEROMSCHINEN

BOERSENSTRASSE 17

6000 FRANKFURT

7. TEL 28 47 71

8. --

9. 111/112

9A AGENCY/DISTRIBUTORSHI

10. 3574200-0000. COMPLETE LINE OF ELECTRONIC CALCULATORS,
PRINTING AND NON-PRINTING, FOR OFFICE USE.

BBO IS THE ASSOCIATION OF THE GERMAN BUSINESS MACHINE
AND EQUIPMENT DEALERS. IT HAS SOME 1,500 MEMBER FIRMS
AND IS URGENTLY LOOKING FOR A POTENTIAL SUPPLIER OF
A COMPLETE LINE OF OFFICE CALCULATORS TO REPLACE
THE PRODUCTS MADE BY THE LOCAL WALther COMPANY AFTER
THAT FIRMS BANKRUPTCY. SOME EXCELLENT DISTRIBUTORS
WITH COMPETENT SALES AND MAINTENANCE FORCE AS WELL

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S LARGE LOGIN-ESTABLISHED CUSTOMERS HAVE TO FIND A

NEW LINE SOON AND HAHVE ASKED BBO FOR ASSISTANCE. IT
WOULD BE APPRECIATED IF THIS PROPOSAL COULD BE GIVEN
SPECIAL ATTENTION AND SPEEDY CONSIDERATION, SINCE
COMPETITION FOR THIS BUSINESS IS VERY INTENSE.HARLAN

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NNN

Message Attributes

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Disposition Event:
Disposition History: n/a
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Disposition Remarks:
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